

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY PRAGUE
INFO AMEMBASSY BUDAPEST
AMEMBASSY WARSAW

UNCLAS STATE 117298

E.O. 11652: N/A

TAGS: BEXP, CZ, HU, PL

SUBJECT: REQUEST FOR APPROVAL OF MARKET RESEARCH TRAVEL BY
A. ELIAS

1. FOLLOWING EMBASSY'S RECOMMENDATIONS TO MR. JAMES E. MURRIN (TELEX NO. 4153), THE BUREAU OF EAST-WEST TRADE REQUESTS THAT EMBASSY SEEK PERMISSION FROM THE CZECHOSLOVAK GOVERNMENT TO PERFORM DISCUSSED MARKET RESEARCH BY ANDREW ELIAS, DIRECTOR, MARKET RESEARCH STAFF. SUCH RESEARCH WILL ESSENTIALLY CONSIST OF INTERVIEWS WITH OFFICIALS ON SALES PROSPECTS OF THE PRODUCTS WITHIN THE PROPOSED U.S. THEMES FOR 1978 BRNO ENGINEERING FAIR AND FOR INCHEBA 1978 FAIR IN BRATISLAVA. THIS INFORMATION IS NEEDED TO SUPPORT U.S. PARTICIPATION IN THE TWO FAIRS.

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2. EMBASSY RECOMMENDED AND BEWT ACCEPTED THEME OF ENERGY MINING EQUIPMENT FOR U.S. PAVILLION AT BRNO ENGINEERING FAIR IN 1978. THIS INCLUDES INSTRUMENTATION, PROCESS CONTROL, AND OTHER ANCILLARY EQUIPMENT, PLUS RELATED POLLUTION CONTROL, MINING, AND ADP EQUIPMENT. ELIAS DESIRES TO INTERVIEW THOSE INDIVIDUALS AND/OR ORGANIZATIONS WHO WOULD HAVE INFORMATION ON CZECHOSLOVAK NEEDS AND PRIORITIES FOR

THESE CATEGORIES OF EQUIPMENT.

3. BEWT'S THEME FOR 1978 INCHEBA IS CHEMICAL PROCESSING EQUIPMENT, WHICH INCLUDES INDUSTRIAL AND LABORATORY FURNACES, MACHINES FOR TREATMENT OF CHEMICALS, PLASTICS, AND RUBBER; PUMPS, COMPRESSORS, MOLDING MACHINES, AND VARIOUS TESTING AND MEASURING INSTRUMENTS. COULD THE EMBASSY IDENTIFY THOSE INDIVIDUALS IN PRAGUE AND IN BRATISLAVA WHO SHOULD BE INTERVIEWED ABOUT THIS THEME BY ELIAS?

4. ELIAS PROPOSES TO LEAVE WASHINGTON, D.C. ON JUNE 12 (PAN AM FLIGHT NO. 66) AND ARRIVE IN PRAGUE ON JUNE 13. HE EXPECTS TO DO ABOUT 20 INTERVIEWS IN PRAGUE, BRATISLAVA, AND, IF NECESSARY OR DESIRABLE, IN ADDITIONAL CZECHOSLOVAK CITIES, REMAINING IN CZECHOSLOVAKIA TWO TO THREE WEEKS. EMBASSY CAN INDICATE TO APPROPRIATE MINISTRIES THAT ELIAS WILL BE AVAILABLE FOR INTERVIEWS DURING THAT TIME.

5. ELIAS WOULD LIKE TO SPEND ABOUT TWO DAYS WITH EMBASSY'S COMMERCIAL PERSONNEL TO DISCUSS INFORMATION WHICH IS AVAILABLE FROM PUBLISHED SOURCES AND WHICH COULD BE UTILIZED BY COMMERCE AND EMBASSY IN ASSESSING POTENTIAL MARKET FOR SELECTED PRODUCT THEMES. ELIAS PREPARED TO OFFER GUIDANCE TO COMMERCIAL STAFF PERSONNEL TO ASSIST FUTURE WORK AND PROVIDE OUTLINE OF KINDS OF INFORMATION DESIRED.

6. FYI: DR. A. ELIAS WAS BORN AND RAISED IN EASTERN UNCLASSIFIED

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SLOVAKIA AND EDUCATED IN THE U.S. HE LEFT CZECHOSLOVAKIA FOR THE U.S. LEGALLY IN 1949. HE IS A VETERAN OF THE SLOVAK NATIONAL UPRISING AND HAS MANY ACQUAINTANCES IN CZECHOSLOVAK EMBASSY IN WASHINGTON, D.C. AND IN THE FOREIGN AFFAIRS AND FOREIGN TRADE MINISTRIES IN PRAGUE, INCLUDING DEPUTY FOREIGN AFFAIRS MINISTER DR. SPACIL. HE WAS IN CZECHOSLOVAKIA ONCE BEFORE (IN 1966) AS A TOURIST.

7. WOULD IT BE POSSIBLE OR WISE FOR ELIAS TO RENT A CAR FOR HIS OUT-OF-PRAGUE TRAVEL? WOULD HE BE ABLE, OR SHOULD HE TRY, TO VISIT SOME FACTORIES LIKE THE EAST SLOVAKIAN IRON WORKS IN KOSICE OR CHEMLON IN HUMENNE? HE WOULD ALSO LIKE TO SPEND A FEW DAYS (AT HIS OWN EXPENSE AND ON HIS OWN TIME) WITH HIS RELATIVES IN PRESOV AND ITS VICINITY.

8. FOR BUDAPEST AND WARSAW: ELIAS IS PREPARED TO STOP IN EACH POST FOR TWO DAYS IN LATE JUNE TO REVIEW AND DISCUSS LOCALLY AVAILABLE INFORMATION WITH COMMERCIAL PERSONNEL AS OUTLINED IN PARAGRAPH 5. PRECISE DATES OF THESE

VISITS WOULD BE DETERMINED WHEN WORK IN CZECHOSLOVAKIA IS

UNDERWAY. BUDAPEST AND WARSAW ARE ASKED TO INDICATE
WHETHER THEY DESIRE ELIAS VISIT. ELIAS CAN UNDERSTAND
POLISH QUITE WELL BUT NOT HUNGARIAN. CHRISTOPHER

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